MUST FIGHT FOR PLACE. Vax Grabowsky Says Commercial Vehicle Has Battle Ahead.

"In the annals of history I doubt if any siness has developed with such rapidity or taken such a firm grip generally as the utomobile industry. It has a great future partciularly the commercial end, the surface of which has scarcely been ouched," says Max H. Grabowsky of the power wagon company bearing his

mfancy. Its development has not been and as wide a range as the one below it.

is been steadily growing and the time ripe for its universal adoption. That a alive to the value of the commercial is evident to all who get a broad view the situation all over the world.

The progressive business man of today avails himself of every modern device for doing things economicallywhich at the same time is always a saver ment to any concern. Business men now hicle as a means of conducting the fled with a horse, house, piano or autoelivery branch of their business is a mobile that had nothing save price to recomrofitable adjunct

"Not alone are delivery expenses reduced by the mechanically correct motor ower wagon, but because of the unlimed radius of the motor car's operation. he merchant's ability to reach out over a wide area has a very important bearing. enables the business man to cater bigger fields and take care of customers ated at a great distance, thus business and profits are greatly increased

the rear wheels. The transmission is of the sliding gear type, three speeds forward and reverse, direct drive being on the high speed.

The wheel base is 97 inches and the tread 58 inches. A shaft drive on the rear axle is used and the rims are of the bolted on type for solid tires. The car has a maxinum road speed of twenty miles an hour. This is furnished in a number of different hes buses, sightseeing cars, utility and open delivery and express cars as well as open platform cars and a number varieties of closed machines.

The motor and change speed transmission, with the clutch connecting them. re mounted on the pressed steel platrm constituting a power plant unit. The front cross member of this platform extends to the side bars of the main frame bolted together. The rear cross belted together. The rear cross there is a semi-circular arch, at the top which is a large stud securing it to a ross member on the main frame. By means of this construction three point aspension and the easy removal of the lant are obtained

e clutch is a patent devised by the car Company. It consists of a bronze ing ring provided with cork inserts mounted on four keys on the inside e rim of the flywheel, thus rotating the latter. car Company

the latter, is objects of the Autocar Company need requirements of a diversified like are set forth as these: Accurate and of the cars and their parts, selecof material which many years of tence in building automobiles has dibest suited for the purpose, the t inspection of all parts at every of manufacture and the use of the modern machinery and skilled labor oduce these parts; the removal the hands of inexperienced drivers many different elements of contro making them nearly auto-

action.
will be seven complete Autoare and three chasses in the commercial chiefe exhibit. Several styles of regu-tion Autocar bodies which the comy makes to suit unusual needs will be

GENERAL VEHICLE.

Many Forms of Vehicles for Business and Pleasure.

he General Vehicle Company has a t of vehicles including a five ton truck, three and a half ton truck, a two ton ck, 2,000 pound wagon, 1,000 pound wagon and a victoria. The estimated mileage of these runs in order: 15, 45, 45 and 25. It is figured that live ton truck will run 10,500 miles in days and as an actual matter of fact an average of 7,176 miles a year.

Fight thousand four hundred and taenty-four miles a year are the figures three and a half ton truck, 9,060 les for the two ton truck and 10,910 for we smaller wagons and 6,000 miles victoria. The 1,000 pound wagon

has a wheel base of 83½ inches and a gauge of 55 inches. The tires are 36x2½ of the General Vehicle type. The battery consists of forty-four cells, eleven General

ehicle plates in four crates. The rated speed on hard level asphalt is twelve miles an hour and loaded half way it is designed for forty-five miles nileage on New York city streets. The 2,000 pound wagon has a longer wheel base, 102 inches; a wider tread, this being 60 inches. The tires are 36x3½ and the battery is of forty-four cells. This car This branch of the business is in its has a rated speed of ten miles an hour

been steadily growing and the time oped to highest perfection for all sizes; simplicity of construction, reliability of simplicity of construction, reliability of construction and properties and manufacturers in all lines day's work and minimum cost of upkeep.

AUTOMOBILE NOTES.

Harry Field, president of the Rambler Automobile Company of New York, points sponded to all the adverse criticisms of out that the quality car will outlive the his countrymen by stating that all he wanted ch at the same time is always a saver me and labor. Past century methods mr. Field. "would insist upon getting a good! this age of progression are an impedi-ent to any concern. Business men now but, if possible, excel the good taste of appreciate that a good commercial motor his neighbor; that man would not be satis-

mobile that had nothing save price to recommend it.

The other day a visitor to the Rambler factory wanted to know how Rambler quality had been sustained. His escort pointed to a man at work finishing Rambler engine bearings, and said: Before that man could qualify for that job he had to prove that he had had at least seven years of experience in that special line of work. The difference between the work of that man with perhaps twenty years of experience and the man with perhaps two years of experience is the difference between quality and inferiority."

Preparatory to the opening next Mon-But buying a car for business is quite day of the industrial exhibition in the Brew-

the employees of the Overland Sales Com-pany of New York by C. T. Silver, president of the concern. Mr. Silver has weekly classes, talks on the mechanical points of his line of cars, methods of handling people and machines and various themes applying to the closer study of true salesmanship. Mr. Silver gives a gold watch each month to the salesman turning in the best volume of business.

The tendency to equip cars with every device the motorist is apt to need has been

carried out further this year than ever before. Much of the expensive accessory equipment as provided on the higher priced group of the second of the second

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SPORTING DOINGS ABROAD.

en Have Something to Learn About Marathons.

London, Jan. 7.—The English people at last acknowledge that they have some-thing to learn about such things as Mara-thon races. The admission was forced by Hans Holmer when he won the great Powder Hall Marathon race on January 3, covering the 26 miles 385 yards in the record time of 2 hours 32 minutes 21 4-5 seconds, knocking the record time of 2 hours 40 minutes seconds made by Jack Price, the Englishman, last year into a cocked hat. It was this race that brought out Henri St. as rapid as the pleasure end, but with the realization that the commercial cars is an absolute necessity, also that the public resents past century methods, septicism will completely die out and in a short time this branch of the industry eith proper generalship will reach such a proportion the magnitude of which is beyond figuring.

But great as is the outlook we may as well be honest with ourselves and agree is will be a battle, a question of the survivalof the fiftest. The 'make good, cars are bound to win out. Up to but a few years ago the commercial automobile industry had been doing strictly pioneer leard, upful works machine, hesitated.

However, having proved its necessity, is great advertising value to the mereion, the change of feeding toward the notor propelled truck and delivery wagon has been steadily growing and the time strong of the purpose of the lowers and and the time strong of the purpose of the lowers and agree in the control of the survival of the fittest. The 'make good, cars are bound to win out. Up to but a few years ago the commercial automobile industry had been doing strictly pioneer leard, upful work. The latter, due to the error of the pussiness man, who thought nothing of expending up in the thousands for a pleasure car, yet when it came to a business machine, hesitated.

However, having proved its necessity is great advertising value to the mereignt, the change of feeling toward the notor propelled truck and delivery wagon has been steadily growing and the time the proposition of the survival of the first of the proposition of the survival of the first of the proposition of the survival of the first of the proposition of the survival of the first of the proposition of the survival of the first of th Yves two years ago. The Frenchman until he won this event, which, by the way,

meet MacFarland in the ring than any other man in the world. When by the grace of a referee, of whom it would be kindness to say that he was merely pre-judiced, Welsh got the credit of a draw with Mac Farland at the National Sporting Club last May after taking one of the severest beatings he had ever had in his life, he rewas another opportunity to get MacFarland man. Efforts were immediately made to match the lightweights at Cardiff, but they could not agree on a referee and the matter was left to Lord Lonsdale. His lordship took his time in responding, and believing that the request was being ignored Packy who was suffering from a severe attack of nostalgia, suddenly bolted for home

As soon as Hugh McIntosh opened his big boxing arena at Olympia one of the matches he tried to get hold of was that between Attell and Welsh. He got in to communication with Welsh and the latte was very agreeable, but when Attell men tioned the terms on which he would nee Weish the match had to be dropped. Artful Abe wanted the Bank of England, nothing less, to come hither for a contest. McIn tosh is a very liberal paymaster, but there

and profits are greatly increased.

But buying a car for business is quite a different proposition from buying a car for pleasure. If your pleasure cars up, drope out of commission for a diverse the proposition of commission for a diverse that the first of the proposition of commission for a diverse that the first of the proposition of commission for a diverse that the first of the proposition of the proposition from buying a car the first of the proposition from buying a car the first of the proposition from buying a car for business is quite a different proposition from buying a car for business is quite at the first of the proposition from buying a car for business is quite a different proposition from buying a car for business is quite a different proposition from buying a car for business machine that selection.

The selection of the proposition from buying a car for business machine the proposition for the

KLING ON SCIENTIFIC BALL. Shows How Quick Throwing by a Catcher

Although John Kling, the Cubs' famous atcher, did not play up to his best form in

and perhaps break up a winning rally and save the game.

"The Cubs have done that many times, and it helped them win pennants. I am not claiming I won those games. Confidence in each other is one of the big elements in winning games. The catcher who does not have confidence in his infield is afraid to throw, and even when he does throw he throws timidly.

"A bad first baseman or one in whom the others have no confidence makes bad throwers of all. I believe in helping umpires and doing all I can to make their work on saler. If they are let alone and not nagged at, their work is much more satisfactory. I am not put out of ball games. I take as much interest as anybody, but cannot asse the use of kicking on decisions."

Important Announcement!

TO USERS OF MOTOR **TRUCKS**



COMMERCIAL SHOW WEEK

GAGGENAU

Motor Trucks

IN TWO SIZES-5 AND 6 TONS, Will Be on Exhibition at Our Salesrooms, 244-6 & 8 W. 54th St.

JUST WEST OF BROADWAY, FROM 9 TO 5 DAILY AND ANY EVENING BY APPOINTMENT You are cordially invited to call and in-You are cordially invited to call and inspect the world's leading motor truck before placing your orders for spring delivery. This superb car has behind it an unrivalled record of 8 years of unquestioned supremacy in the foreign field and has made good in every instance in this country, besides showing lowest operating oost in every endurance contest entered. Delivered from stock or by contract when needed

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WHAT TWO-CYCLE

PERFECTION MEANS

Then, too, the Atlas two-cycle engine delivers a power impulse to each piston stroke. Resulting in

Simplicity and Ease of Operation.

That's what engineers and motor car designers have been aiming at for years Most of this effort has been put

on the engine—the power plant. That's where is the weight and

Simplicity is the key-note of the Atlas 2-cycle engine. Compare ing parts in each cylinder

Nothing to get out of order.

The Atlas has no valves.

Therefore no repairs.



of vibration. An absence of the usual wear and tear on the car and tires, due to vibration

A sweet, velvety running trouble. Easy operate and only a 20 H. P. Atlas Delivery Wagon. List Price. \$2.000. s m a s h - u p

can put it out of business. The Atlas is the acme of sim-So it does away with all that plicity—light weight-economy.
The last word in engines. It's mass of small, delicate moving parts necessary in a four-cycle

See the Atlas commercial cars at the Show at Madison Square Garden. Read the catalog.

20 H. P. Taxicab. \$2,400

20 H. P. Delivery Wagon. \$2.000. THE ATLAS MOTOR CAR COMPANY

Licensed Under Selden Paten

New York Office, 2010 Broadway.

Springfield, Mass.

PENN SWIMMERS WIN. Outclass Cornell and Score 48 Points to 5.

PHILADELPHIA, Jan. 14.—Pennsylvania defeated the Cornell swimmers last night by the score of 48 to 5 and won the water polo game by the handy score of 17 to 0.

to the com-

engine

cuse as well as participation in the Penn-sylvania relay games late in April and the Western intercollegiate meet the last Saturday in May. Syracuse appears as Michigan's opponent in both outdoor and indoor dual meets, coming to Ann Arbor for the outdoor contest, and entertaining the Wolverine aggregation in Syracuse Gymnasium in the indoor meet. Cornell is scheduled for a single indoor dual meet, which will close the varsity season.

The complete schedule as given out by Mr. Bartelme follows:

Mr. Bartelme follows:
Indoor—February 25, preliminary meet; March
4, sophomore freshman meet; 11, varsity meet;
18, Syracuse at Syracuse; 25, Cornell at Ann
Arbor; April 1, freshman Detroit Central High
at Ann Arbor. Outdoor—April 29, Penn relay
games at Franklin Field; May 2, interclass meet;
6, varsity meet; 13, Syracuse at Ann Arbor;
19 and 20, interscholastic at Ann Arbor; 27, Eastern
intercollegiate.

SPRING FOOTBALL FOR MIDDIES Harder Gridiron Schedule Arranged for

Next Season.

Annapolis, Jan. 14.—Special attention will be given to spring football at the Naval Academy. Lieut. Frank D. Berrien, who has been head coach for three seasons.





UNITED MANUFACTURERS



orders for sea duty before the opening of the next football season. Lieut. Byron A. Long and Ensign Douglas L. Howard are mentioned to succeed him.

Princeton will play the midshipmen on October 21 and the game will be the big event of the local season. Though the Navy team



They Stand for Economy, Service and Satisfaction. They are so constructed that they give the

greatest possible mileage at the least cost. This is what every user of a Commercial Truck requires and it can only be obtained by

HARTFORD SOLID MOTOR TIRES "The Tire That Lasts."

Be sure and see the new Whittelsey Demontachable Solid Motor Tire and rim at our exhibit at the Garden, Space 125.

It foretells a radical change in the equip-

ment of commercial vehicles. No more laying up of a truck for new tire equipment. As the name implies, it is demountable and detachable, always ready to use in the garage or on the road.

Write for Descriptive Booklet. It Would Interest You.

The Hartford Rubber Works Co.

New York Branch-57th Street and Broadway

Combining the Palace and the first Garden Shows more pneumatic tired cars were equipped with Goodyears' than any other one make.

At the Palace Show our lead over our nearest competitor on Pnéumatic Tires was 57%. Goodyear led nearest competitor on nonskid tires, equipped on cars at the Garden Show, by over 300%.

Oversize Tires

Goodyear No-Rim-Cut tires are 10 per cent oversize. That means an average of 25 per cent more mileage without a cent of extra cost.

Goodyear tire sales trebled last year— leave any margin. Motor car prices are now figured closely. now figured closely.

Perhaps you add a top, a wind shield, car makers have contracted for Goodyears for 1911.

One reason is that these tires can't be rimcut, no matter how far they run flat. And there is no other practical ever invented which cannot be wrecked in this way.

Another reason is that dyear tires give you 10 per cent oversite with no extra cost.

The picture shows a Goodyeer No-Rim-Cut tire behind another tire of equal rated size.

The Goodyear-while it fits the rimgives you 10 per cent more tire for the money. That means 10 per cent more carrying capacity. It means, under average conditions, 25 per cent more mileage

The Reason is This

Motor car makers, in adopting a tire size, figure on expected load. That means the weight of the car

as they sell it and the weight of the passengers at 150 They use a tire



This book is save ing motor car own-ers millions of dol-lars. May we send Goodyear No-Rim-Cut tires, until lately, cost 20 per cent more

gas lamps and gas tank, an extra tire. And

passengers sometimes overweigh. With nine

cars in ten the expected

The result is a blow

out - often while the tire is new. There is

no doubt that overload-

ing, with the average

car, adds 25 per cent to

"How to Select as

Automobile Tire."

load is exceeded.

the tire cost.

We Save That 25 Per Cent

When you specify Goodyear No-Rim-Cut tires you add 10 per cent to your carrying capacity—25 per cent to your

average mileage-without any extra cost.

For Goodyear oversize tires cost the same

as skimpy tires. This isn't philanthropy. It is simply good business. When a blow-

out occurs you blame the tire maker, and we wish to avoid that blame.

than other standard tires. Now they cost but an equal price. THE GOODYEAR TIRE & RUBBER COMPANY, AKRON, OHIO

hee and Agencies in All the Principal Cities We Make All Sorts of Rubber Three NEW YORK CITY BRANCH, 64th and Broadway

Automobile HIGH GRADE Bargains!! USED CARS

number of good cars.

ALL OF STANDARD MAKE.

Bought at extremely low figures from Bought at extremely low figures from owners requiring ready cash and are turn offering these cars at particular Low Prices Following is partial list: PIERCE, WINTON, PACKARD, CHALMERS, PEERLESS, CADILLAC, MARION, PENN SYLVANIA, FORDS, MAXWELLS and many others. Also a number of light delivery vehi-

a special lot of well known make three and tubes, all Fresh Live Goods, at -HALF PRICES— An opportunity to buy right and save money. TIMES SQ. AUTO CO. 731 & 733 7th Av.,

TIRES & TUBES

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BEAUTIFUL pair bear robes; perfect condition; also elegant fur coat and fur lined coat; no cash offer refused. 9 East 52d, near 5th av.

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Simplex and Isotta Cars ready for immediate delivery.